### SIMPLIFIED LESSONS IN CARE OF AUTOMOBILE

Expert Explains Mechanism Steering Gear and Necessity for Its Care.

SHOULD BE KEPT LUBRICATED

Gunerrlich Explains to Many Owners Just How They May Solve the Most Difficult Problems in the Upkeep of Their Machines.

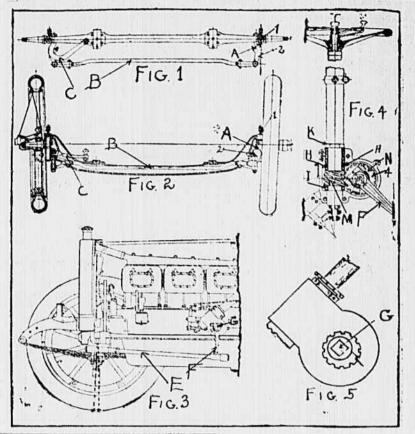
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Lesson No. 107.

In the last lesson, you were shown how the front wheels of the automobile must each turn on its separate pivot when steering, and how this pivot must be brought as near to the wheel as possible. We have now to see how the steering of the wheels on their pivots is controlled by the steering hand-wheel.

In Fig. 1 the construction of a front axie is shown. The part, known as the

#### Steering Mechanism Demonstrated

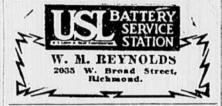


(E. Fig. 2), which, in turn, is sed by the steering arm (F), this setting the worm wheel closer to the string (C) being moved by means of mechanism at the botton of the string column, as shown in Figure 3.

SIDERABLE VARIATION IN

DESIGN AND CONSTRUCTION
hie the construction of the steer-knuckle, tie red, drag link and ring arm is nearly the same for all the botton of the string arm is nearly the same for all the ority of cars the steering arm is died of the worm. The ority of cars the steering arm is died of the worm wheel closer to the worm. Figure 5 shows one of these bearings. Care this steel by means of a worm and m wheel.

Since the steering arm is died of the worm set in the ority of cars the steering arm is died of the worm. The mis connected to a hollow shaft, the other end of which shaft is concet the steering hand wheel. You be able to see how, when the hand el is turned, it turns the worm, all the steering hand wheel. You be able to see how, when the hand el is turned, it turns the worm all revolve, and so swing the steering arm would the steering the steering arm would the steering arm would the steering arm



Koehler Trucks \$1450 F. O. B. Factory.

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Ten-thousand-tire miles. Consistently high gasoline mileage. Hot-spot manifold carburetion. Triple capacity vacuum tank. Twenty-seven per cent. reserve cooling efficiency.

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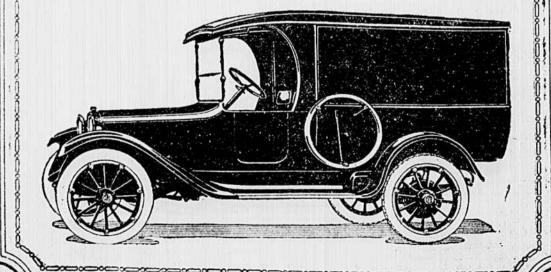
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## The Worth of a Guarantee or Warranty

I have often wondered just what value the average purchaser of automotive vehicles places on the so-called guarantee of warranty of the average Motor Company or Agency.

In the Webster sense "a guarantee is an engagement that a certain act will be done or not done in future," and "a warranty is an engagement as to the qualities or title of a thing at the time of the engagement."

#### BUT-

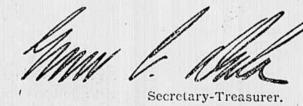
to me a guarantee or warranty is only worth the possibilities it may have of actually being made good. Either or both without honest intention and will and the financial solidity behind them, are only flimsy promises made to be broken, and not worth the breath to make them, or the paper on which to write them.

In our own case we are more exacting than a little of the manufacturers we represent. We not only satisfy ourselves of the real worth of the product, but we make sure that the financial conditions of each concern are such that they will continue in business, that their experience has been sufficient to give them broad and liberal views of marketing problems, and still further, that they CAN and have the WILL to keep their word. We don't represent any narrow-minded manufacturers.

I am quite positive that the few dollars that might be made on a sale "closed" on wild, unfillable promises of service, performance, or what not, are of no worth to me. I don't want them; consequently we are never "gun shy" of any statement made by any of our business getters.

The automotive products we are marketing are the best of their kind that we could find-solid, substantial, not only designed, but built right, bought right and sold right. We do not hesitate one moment to assure the purchaser that they ARE and WILL do all that we claim for them.

I personally am behind everything we market.



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